

## Foreword from Sir Laurie Bristow KCMG, Her Majesty's Ambassador to Russia



British Embassy  
Moscow



I am delighted to welcome you to this guide on doing business in Russia. The Institute of Export & International Trade is working with the British Government to help companies find new business opportunities globally and we look forward to helping you navigate the Russian market successfully.

The political relationship between Russia and the UK remains complex. Some areas of business are affected by EU and US sanctions. Companies operating in Russia need to understand the political and operational risks, and to comply with sanctions, but there is business to be done in Russia.

UK-Russia bilateral trade is worth almost £12 billion per annum. Key sectors include oil, gas and mining, advanced engineering, pharmaceuticals, green technology solutions, luxury goods and increasingly the service industries, and there are new investors. Astra Zeneca opened a manufacturing operation in the Kaluga region in 2015 which has continued to grow and expand, and an increasing number of UK companies are considering the opportunities of Russia as a manufacturing base. Shell's relationship with Russia goes back 125 years, and BP is currently the largest UK investor in Russia.

I hope that my team in Moscow can join the IOE&IT in supporting you to develop your business in Russia. This is a demanding and complex market, but one where opportunities exist for the right sectors and products. So please get in touch with my team, and ask how they can help.

**Sir Laurie Bristow KCMG Her Majesty's Ambassador to Russia**  
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General enquiries switchboard: +44 (0) 1298 79562  
Website: [www.DoingBusinessGuide.co.uk](http://www.DoingBusinessGuide.co.uk)